

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 NEA-14 ISO-00 EB-11 MC-02 AID-20 XMB-07

OMB-01 CIEP-03 TRSE-00 CAB-09 CIAE-00 COME-00 DODE-00

DOTE-00 INR-11 NSAE-00 RSC-01 FAA-00 PM-07 H-03 L-03

NSC-07 PA-04 PRS-01 SP-03 SS-20 USIA-15 DRC-01 /169 W

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R 201145Z SEP 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 398

INFO AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMEMBASSY LONDON

FAA BRUSSELS

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DEPT PASS COMMERCE FOR COHEN AND EXIMBANK FOR YOUNG

E.O. 11652: N/A

TAGS: EAIR, SA

SUBJECT: CIVAIR - SAUDIA REEQUIPMENT

REF: BEIRUT 11120 AND BEIRUT 5181

1. IN ADDITION TO BBC AND BEIRUT PRESS INDICATIONS
FINAL TRANSACTION THIS MORNING, RCAA WAS OFFICIALLY
INFORMED BY R. C. ZINN, LOCKHEED-CALIFORNIA L-1011
CUSTOMER PROGRAM DIRECTOR (MID-EAST), WHO WAS DIRECTLY
INVOLVED IN FINAL CONTRACT NEGOTIATIONS JIDDA, THAT
SAUDIA (SAUDI ARABIAN AIRLINES) ON SEPT. 16 SIGNED
DEFINITIVE SALES CONTRACT COVERING ONE L-1011-100 TRISTAR
AND ONE L-1011-200 TRISTAR. CONTRACT WAS SIGNED BY
SAUDIA'S DEPUTY CHAIRMAN, PRINCE TURKI, AND LOCKHEED-
CALIFORNIA'S PRESIDENT, DUANE WOOD. VALUE OF ORDER
ESTIMATED HERE AT \$100 MILLION SINCE CONTRACT ALSO IN-
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CLUDES RETROFIT KITS TO CONVERT SAUDIA'S FIRST THREE

L-1011-100 TRISTARS TO L-1011-200 CONFIGURATION AT
LATER DATE. (FIRST TWO L-1011-100 TRISTARS WERE ORDERED
BY SAUDIA ON MAY 4 IN CONTRACT VALUED AT \$77 MILLION).

2. TOTAL VALUE FOUR SAUDIA TRISTARS ESTIMATED HERE
AT APPROXIMATELY \$177 MILLION, INCLUDING UK CONTENT
(RB.211 ENGINES AND SHORT BROTHERS & HARLAND NACELLES)
OF ABOUT 20PCT. DELIVERY DATES SAUDIA'S FOUR TRISTARS
WILL BE AS FOLLOWS: FIRST L-1011-100, JUNE 1975;
SECOND L-1011-100, JULY 1975; THIRD L-1011-100, MAY 1976,
FOURTH L-1011 WILL BE -200 WITH UPRATED RB.211-524 ENGINES,
MAY 1977. SUBSEQUENTLY, FIRST THREE L-1011-100'S WILL BE
UPGRADED WITH RB.211-524 ENGINES (48,000 LBS. TAKEOFF THRUST)
CONVERTING THEM TO L-1011-200'S. RB.211-22B ENGINES ORIGINALLY
EQUIPPING FIRST THREE TRISTARS WILL BE TAKEN BACK BY
ROLLS-ROUCE IN EXCHANGE FOR THE NEW RB.211-524'S.

3. RCAA CONVERSATIONS ON BOARD TRISTAR DEMONSTRATOR
YESTERDAY WITH P.A. NORMAN, COMPANY MARKETING DIRECTOR,
ROLLS ROYCE (1971) LIMITED, LONDON, INDICATES THAT SAUDIA
ORDER DEFINITIVELY SIGNALS HMG 50PCT PARTICIPATION L52
MILLION FINANCING NECESSARY TO GO INTO FULL PRODUCTION
RB.211-524 ENGINES. THIS WILL COVER L-1011-200 PROGRAM
BUT WILL NOT COVER BOING 747-200B PROGRAM (ESTIMATED AT
AN ADDITIONAL L28 MILLION) UTILIZING RB.211-524 ENGINES
TO MEET AN INITIAL BRITISH AIRWAYS REQUIREMENT FOR SIX
MORE 747'S (GROWING TO POSSIBLY 20-30 BY 1980).
THIS AIRCRAFT, GROSSING 800,000 LBS. TAKEOFF WEIGHT,
WOULD PRESUMABLY HANDLE BRITISH AIRWAYS'
SCHEDULED SERVICES LONDON-AUSTRALIA WITH ONE STOP ONLY,
IN ADDITION TO OTHER LONG-RANGE ROUTES SUCH AS ENHANCED
PAYLOAD CAPABILITY LONDON-LOS ANGELES. MR. NORMAN
INDICATED THAT ROLLS-ROYCE CHAIRMAN SIR KENNETH KEITH
MEETING IN NEW YORK THIS WEEK WITH T. WILSON, BOING
CHAIRMAN, TO PERSUADE BOING TO CONTINUE INITIAL EFFORTS
TOWARDS MODIFYING BOEING 747-200B DESIGN FOR RB.211-
524 ENGINES.

4. US TRANSPORT AIRCRAFT SALES 1974, THIS REGION, NOW
TOTAL \$411 MILLION WITH INDICATIONS THAT \$600 MILLION
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FIGURE MAY BE REACHED BY END OF YEAR IF
EXPECTED SALES TO GULF AIR, KUWAIT AIRWAYS, AND ALIA ROYAL
JORDANIAN MATERIALIZE. FURTHER, RCAA STILL FEELS LOCKHEED-
CALIFORNIA IS STILL VERY MUCH ALIVE IN SALES CONFRONTATION
WITH AIRBUS INDUSTRIE A-300B4 FOR THREE WIDEBODED
AIRCRAFT FOR SYRIAN ARAB AIRLINES WHICH SHOULD BE
SETTLED WITHIN NEXT MONTH.
GODLEY

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